



Category 4 License Hearing Presentation  
to the Pennsylvania Gaming Control Board:  
**Public Input Hearing**  
**December 5, 2018**

# INTRODUCTIONS

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**Joseph S. Weinberg**, Managing Partner & CEO of Resort Gaming

- ❖ 30+ years in the gaming industry
  - ❖ led Cordish into the gaming market in the 1990's, and has since overseen the acquisition, financing, design and development and management of high-profile hotel, gaming, retail and entertainment projects throughout the United States and abroad
- 



**Robert J. Norton**, President, Cordish Gaming

- ❖ 25+ years in the gaming industry
  - ❖ oversees all strategic direction for the Maryland Live! Casino & Hotel and new development opportunities for Cordish Gaming Division
- 



**Travis G. Lamb**, Chief Financial Officer, Cordish Gaming & EVP & General Manager – Maryland Live!

- ❖ 25+ years in the gaming industry
  - ❖ oversees all aspects of Maryland Live! Casino & Hotel's operations, including gaming, finance, marketing, human resources, hotel food & beverage and information technology
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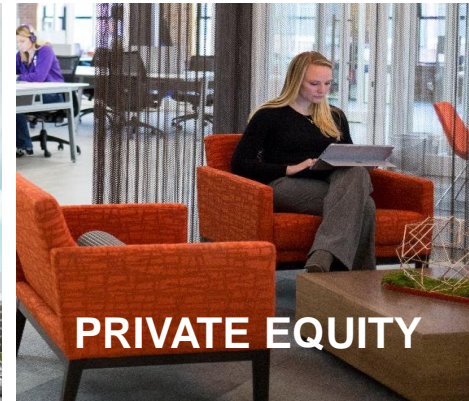
# PREMIER OWNERSHIP & MANAGEMENT – DEVELOPMENT EXPERTISE



**THE  
CORDISH  
COMPANIES**

**FAMILY-  
OWNED FOR  
OVER 100  
YEARS**

**7 URBAN LAND  
INSTITUTE  
AWARDS FOR  
EXCELLENCE**







WELCOMING OVER 50 MILLION ANNUAL VISITORS

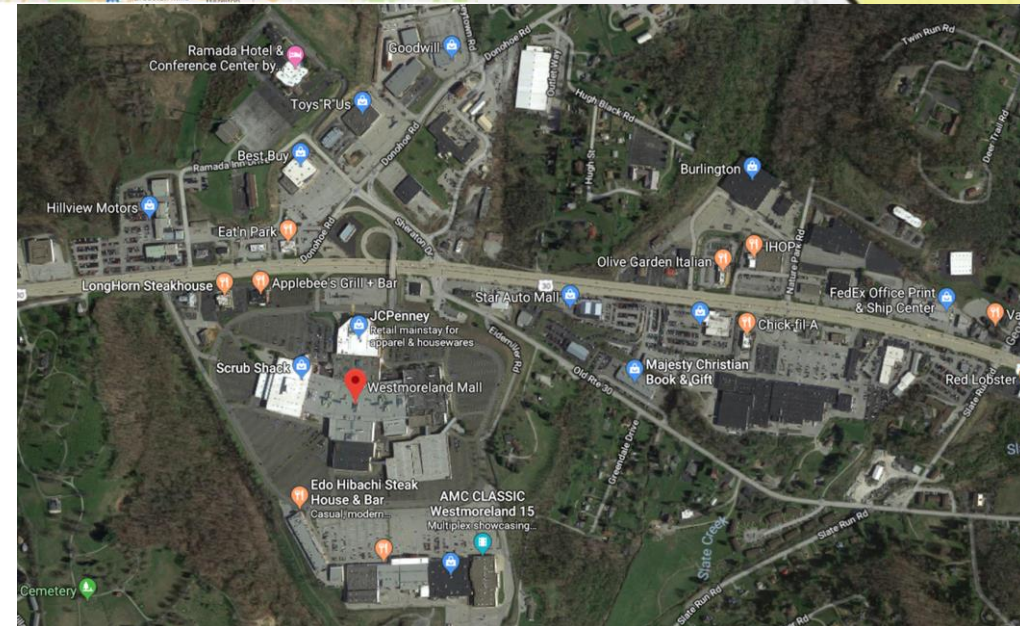
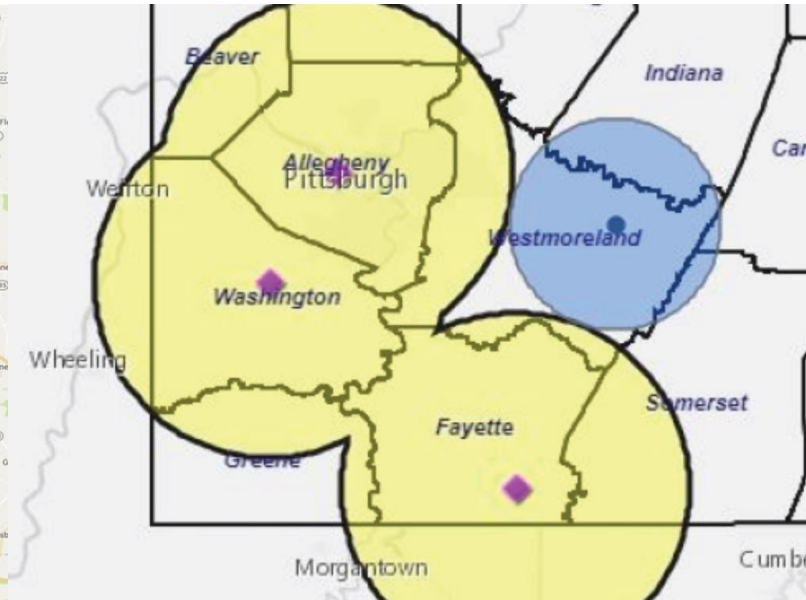
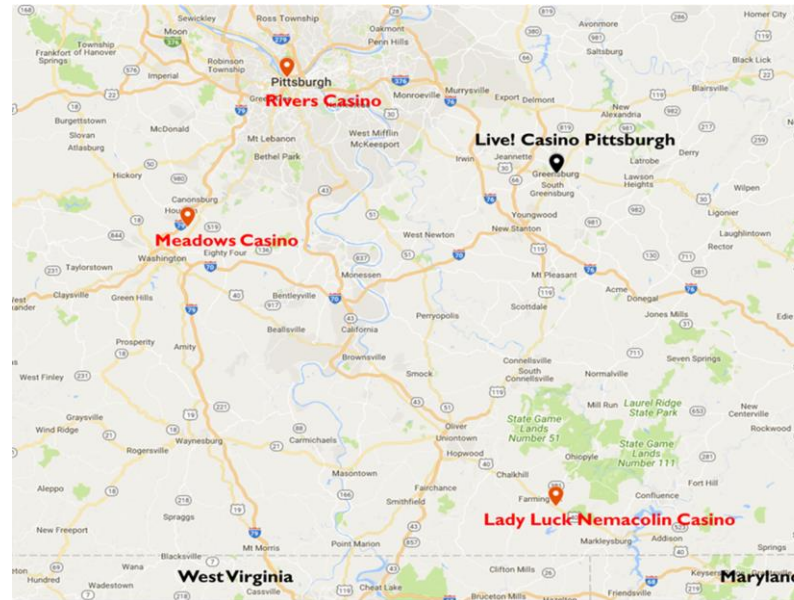




# PROJECT OVERVIEW – CATEGORY 4

- On January 24, 2018, Stadium Casino, LLC won auction to develop a Category 4 boutique casino in Westmoreland County, PA
- Selected 15 mile territory centered in Derry Township, PA
- Submitted gaming application to PGCB on September 24, 2018
- PGCB Public Input Hearing on December 5, 2018

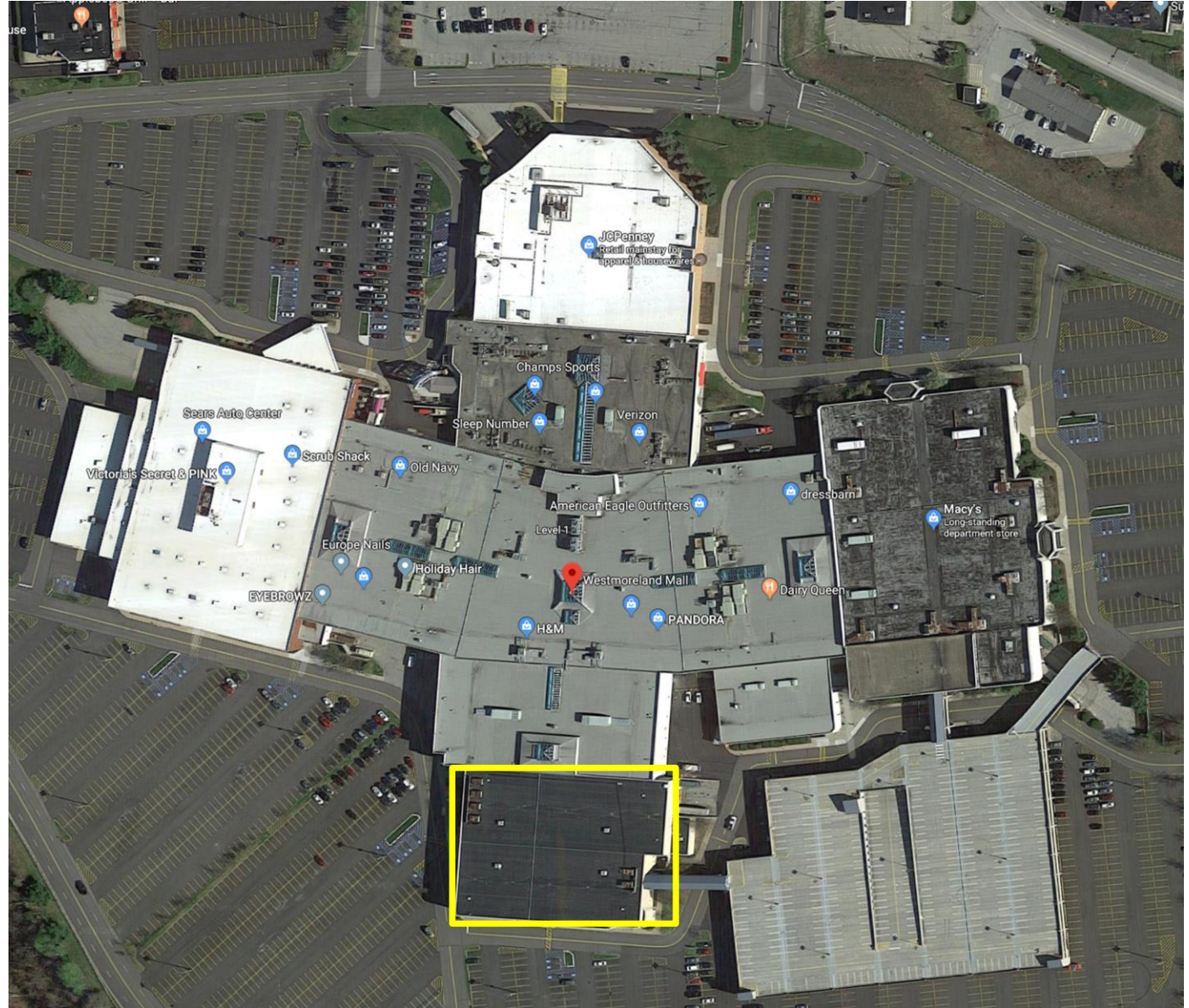
**Live!**  
CASINO





# PROJECT OVERVIEW – WESTMORELAND MALL

- Existing 1.3 million square feet mall with excellent access and visibility
- 6,400 parking spaces
- Existing Commercial District with all infrastructure in place
- Revitalization of 100,000 square feet vacant department stores
- 750 slot machines / 30 table games
- Restaurants and bars, and live entertainment venues



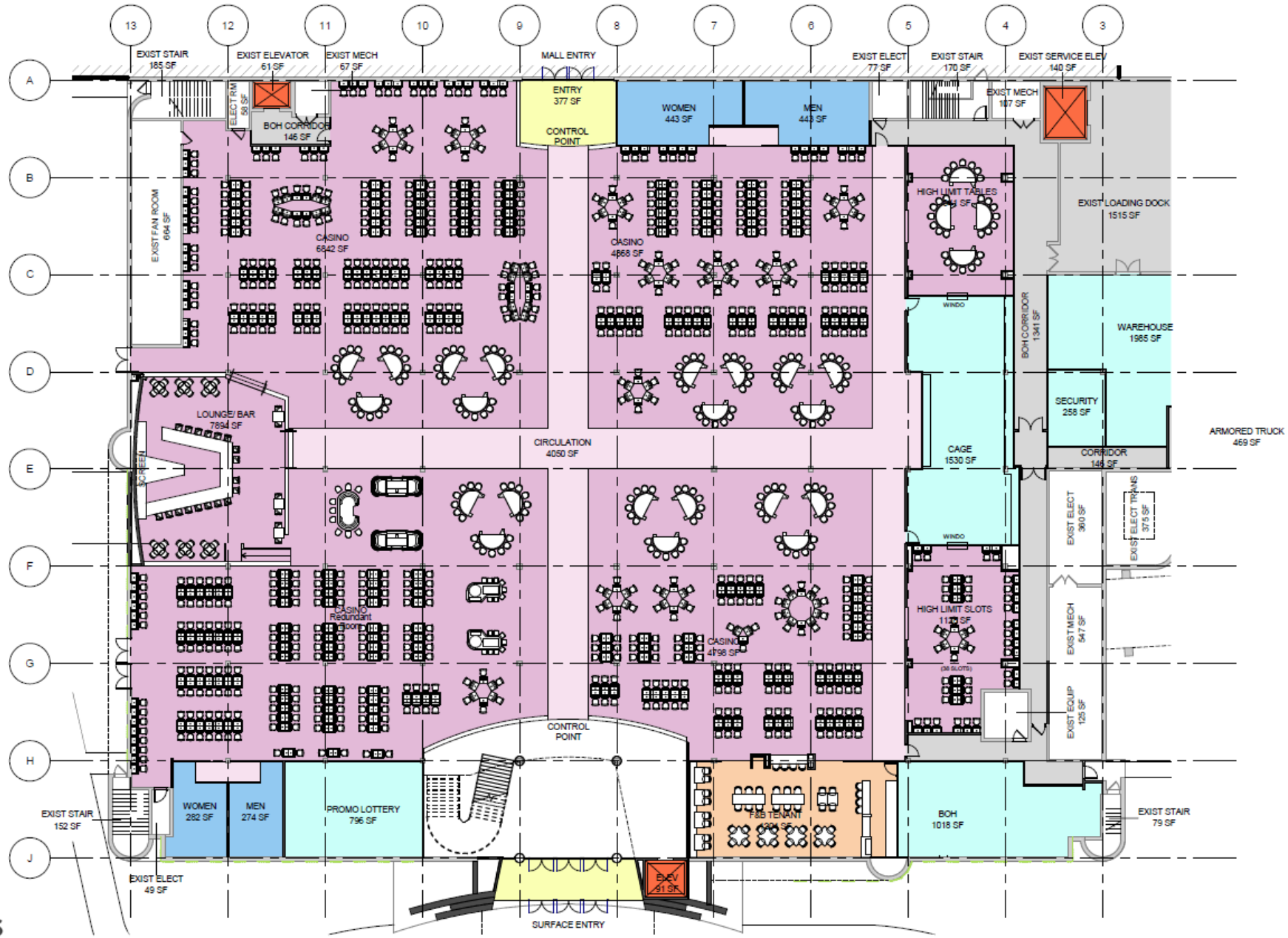


# CASINO ENTRANCE





# CASINO FLOOR PLAN



SLOTS INDEX	
Description	Count
Carousel Slots	82
Slots	668
Grand total	750

GAMING TABLE INDEX	
Description	Count
Baccarat	1
Black Jack	25
Craps	2
Roulette	2
Grand total	30



# CASINO FLOOR





# GUY FIERI'S TACO JOINT





# SPORTS & SOCIAL





# PBR - ENERGIZED NIGHTLIFE



# ECONOMIC IMPACT – DEVELOPMENT & ONGOING OPERATIONS

## ■ Estimated Jobs (Development / Ongoing)

- ❖ Hempfield Township = 450 / 500
- ❖ Westmoreland County = 710 / 780
- ❖ Commonwealth = 830 / 960

## ■ Estimated Earnings

- ❖ Hempfield Township = \$32 m / \$19 m
- ❖ Westmoreland County = \$43 m / \$28 m
- ❖ Commonwealth = \$50 m / \$39 m

- \$131 million in direct upfront project expenditures, \$81 million modeled for economic impact

- \$123 million one-time total impact to County from Development, and \$152 million annually from Ongoing Operations

## DEVELOPMENT

Economic Impact from Upfront Construction	Economic Impact to Hempfield Township	Economic Impact to Westmoreland County	Economic Impact to the State of Pennsylvania
Direct Output (\$M)	\$81	\$81	\$81
Indirect and Induced Output (\$M)	\$7	\$42	\$67
<b>Total Impact (\$M)</b>	<b>\$88</b>	<b>\$123</b>	<b>\$148</b>
<b>Employment Supported (FTE)</b>	<b>450</b>	<b>710</b>	<b>830</b>
<b>Earnings (\$M)</b>	<b>\$32</b>	<b>\$43</b>	<b>\$50</b>

## ONGOING OPERATIONS

Economic Impact from Ongoing Operations	Economic Impact to Hempfield Township	Economic Impact to Westmoreland County	Economic Impact to the State of Pennsylvania
Direct Output (\$M)	\$108	\$108	\$108
Indirect and Induced Output (\$M)	\$7	\$43	\$80
<b>Total Impact (\$M)</b>	<b>\$115</b>	<b>\$152</b>	<b>\$188</b>
<b>Employment Supported (FTE)</b>	<b>500</b>	<b>780</b>	<b>960</b>
<b>Earnings (\$M)</b>	<b>\$19</b>	<b>\$28</b>	<b>\$39</b>



# LIVE! EMPLOYMENT

- Over 500 Full Time Equivalent Jobs
- Average Annual Earnings = \$43,812
- Great benefits to include:
  - Paid Time Off
  - Medical, Dental, & Vision Insurance
  - 401k Employer Match
  - Life Insurance
  - Free Training
  - Tuition Reimbursement
  - Exciting Career Paths

<u>FTE's</u>		
Admin & General	106	19%
Gaming	179	33%
Gaming Support	59	11%
Food & Beverage	165	30%
Facilities	34	6%
<b>TOTAL</b>	<b>543</b>	<b>100%</b>



# GAMING TAXES

<b>Slots</b>	<b>Tax Rate</b>	<b>Yr 3 Tax Revenue</b>
Property Tax Relief	34%	\$27,880,000
PA Gaming Economic Development & Tourism Fund	6%	\$ 4,920,000
CFA Public Interest Grants	5%	\$ 4,100,000
Any County Suffering Decreased LSA	5%	\$ 4,100,000
Grants through CFA To Host County	2%	\$ 1,640,000
Host Municipality	2%	\$ 1,640,000
<b>Total</b>	<b>54%</b>	<b>\$44,280,000</b>

## **Table Games**

PA General Fund	14%	\$ 2,800,000
CFA Grants to Host County	1%	\$ 200,000
Host Municipality	1%	\$ 200,000
<b>Total</b>	<b>16%</b>	<b>\$ 3,200,000</b>

<b>TOTAL GAMING TAX REVENUE</b>		<b>\$47,480,000</b>
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# DIVERSITY

- We recognize and appreciate that our communities, team members and customers are diverse
- We practice inclusion, understanding that it elevates the richness of ideas, our creative power and respect for others
- Diversity of Thought is a core company value that has been imperative to our past and future successes
- Host bi-annual Minority Outreach Fairs featuring 400+ M/WBE companies/partners for networking and business opportunities

## Diversity Awards

- ❖ **Most Inclusive Purchasing Division** from the Md. Washington Minority Companies Association (MWMCA)
- ❖ **Most Inclusive Gaming Facility** from the Md. Washington Minority Companies Association (MWMCA)
- ❖ The Cordish Companies was also recognized as the **Most Inclusive Corporation of the Year for Minority Business** by the Maryland DC Minority Contractors' Association and continues to receive acknowledgments from regional organizations for their collaborations with minority businesses

MEET COMPANIES INTERESTED  
IN DOING BUSINESS WITH YOU!

**MINORITY OUTREACH FAIR**  
THURSDAY, DECEMBER 6, 2018  
8:00AM – NOON | LIVE! CASINO & HOTEL • NEW EVENT CENTER

**Small, Minority & Women Owned Firms:**

- Construction
- Construction Services
- Food Suppliers
- Other Suppliers
- Professional Services

OVER 25 EXHIBITORS & MATCHMAKING SESSIONS



There is no cost to attend or participate in this event.  
FREE parking is available | Continental breakfast will be provided

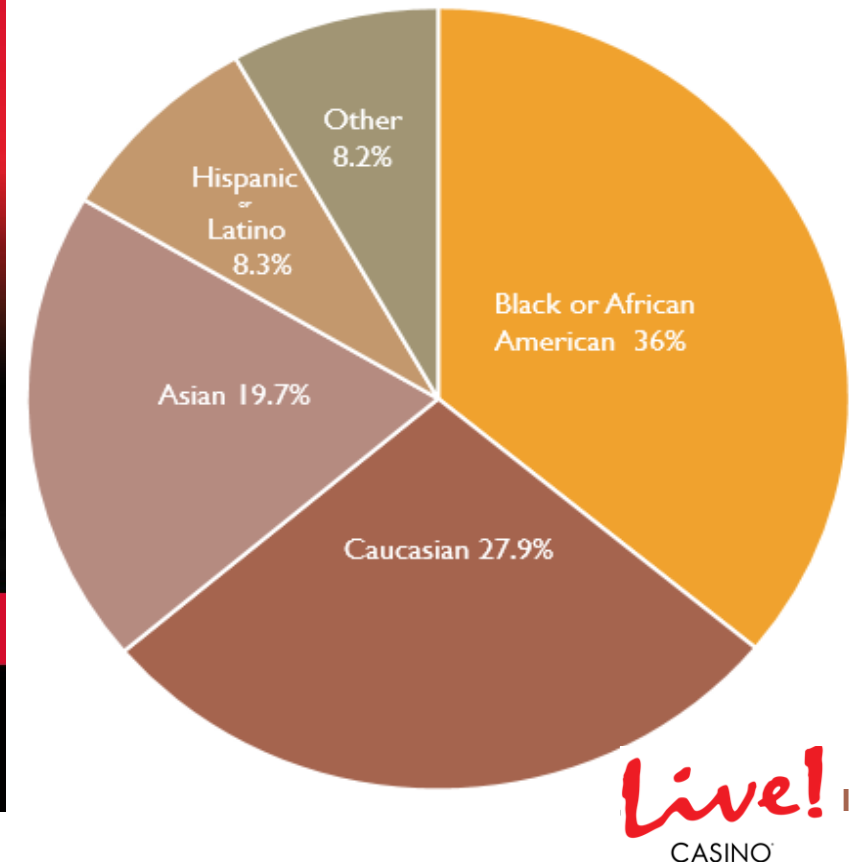
RSVP AT [WWW.MWMCA.ORG](http://WWW.MWMCA.ORG)  
CLICK ON LIVE! CASINO & HOTEL MINORITY OUTREACH FAIR  
OR CONTACT MWMCA AT 443-759-8580.

**Live! CASINO • HOTEL**

At Arundel Mills – Directly off B/W Parkway and Route 100. | [marylandlivecasino.com](http://marylandlivecasino.com)  

At Arundel Mills. Must be 21. Please play responsibly, for help visit [mdgamblinghelp.org](http://mdgamblinghelp.org) or call 1-800-GAMBLER. ©2018

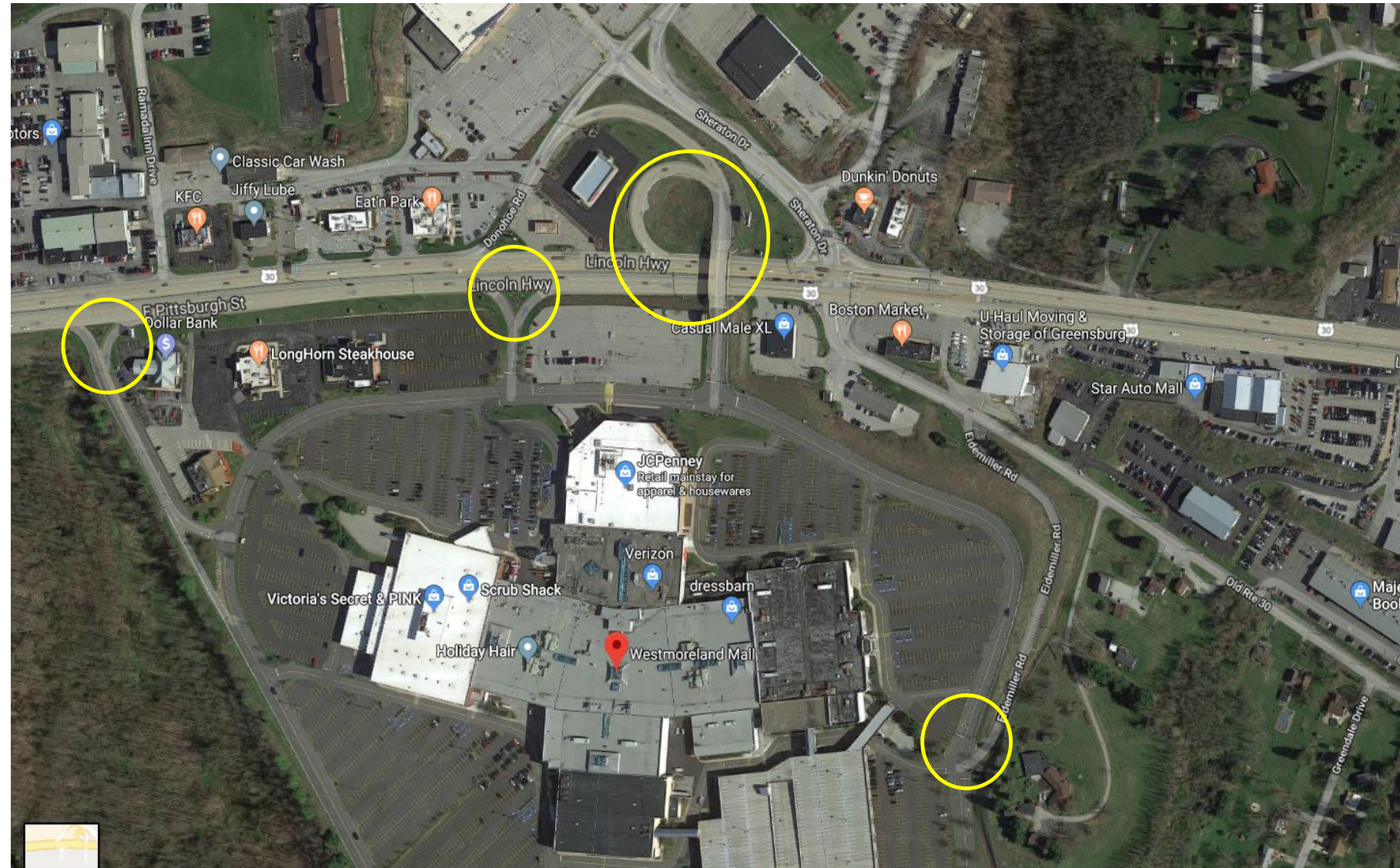
## MD Live! Team Members





# INFRASTRUCTURE

- 4 vehicular entrances and exits for the site
- Easy access from major highway Route 30
- 6,400 covered and uncovered parking spaces
- No adverse impact on:
  - Police
  - Fire
  - EMS
  - Utilities





# RESPONSIBLE GAMING

- Every team member required to complete annual Responsible Gaming training
- Voluntarily Excluded Persons (VEP) Program
- Responsible Gaming messages included on all marketing advertisements and in on-property signage
- We advocate for Problem Gaming Awareness Month every March and Responsible Gaming Education Week every August
- Responsible Gaming Executive Committee meets quarterly
- Board level member of American Gaming Association

MARCH IS  
**PROBLEM  
GAMBLING**  
AWARENESS MONTH

HAVE THE CONVERSATION

 PROBLEM GAMBLING  
AWARENESS MONTH  
→ HAVE THE CONVERSATION  
#HAVETHECONVO

GET TO KNOW RESPONSIBLE GAMING

**RESPONSIBLE  
GAMING:**

**OUR COMMITMENT. EVERY DAY.**

Responsible Gaming Education Week is July 31 - August 4, 2017

 GET TO KNOW GAMING

 AMERICAN  
GAMING  
ASSOCIATION  
americangaming.org



# COMMUNITY AWARDS

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- **Circle of Stars Award** from the USO of Baltimore/Metropolitan DC
- **Ranked Top 5 Largest Corporate Philanthropist in Baltimore Area** by the Baltimore Business Journal
- **Business Partner of the Year** by the West County Chamber of Commerce
- **Don Riddle Corporate Citizenship Award for Philanthropy** from the Annapolis and Anne Arundel County Chamber of Commerce
- **President's Award for Economic Engine** from the North Anne Arundel County Chamber of Commerce
- **"Economic Engine" Award** from the Maryland Office of Tourism Development
- **Project of the Year** from the Baltimore Business Journal 2012
- **Postsecondary Career and Technology Education Award of Excellence for Outstanding Business Partnerships** from the Maryland State Department of Education, in recognition of its ongoing partnership with Anne Arundel Community College.
- **Anne Arundel Economic Development Corp. Development Award** from the Annapolis and Anne Arundel County Chamber of Commerce

## Live! in the Community







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# Looking Forward to Going....

*Live!*

CASINO<sup>®</sup>

